

SME-D Agenda

- Promote awareness of SME importance and interests in public commissions, government agencies and public media
- Work to become a recognized reviewer of government and other public reports which concern the interests of SMEs
- Work to have product and service acquisitions structured in ways to allow SMEs to compete on equal terms, alone or in cooperation with others
- Work to have forms created to increase SME-participation in materiel and service acquisitions
- Work to have the importance and special conditions of smaller companies specialized in qualified service providing recognized in acquisition and pricing
- Work for streamlining and other simplifications in contacts and handling of acquisition matters
- Act as a broker for mutual cooperation within SME-D and with other companies in various manners in handling larger contracts or when supplementary competence is required
- Cooperate with government agencies, other companies and other organizations to promote Swedish Defence Materiel and Service competence nationally and internationally

Contact SME-D

via e-mail: info@sme-d.se
or visit www.sme-d.se

SME-D

The Swedish Association of Small and Medium Size Enterprises in Defence

Membership is open for independently owned high-technology companies based in Sweden with less than 250 employees engaged in defence work

- Founded with 20 member companies with a total of some 600 employees engaged in high-tech defence work; 80 % with academic background
- Deep as well as broad competence and experience in defence and engineering matters
- Accepted dialogue partner for government and agencies

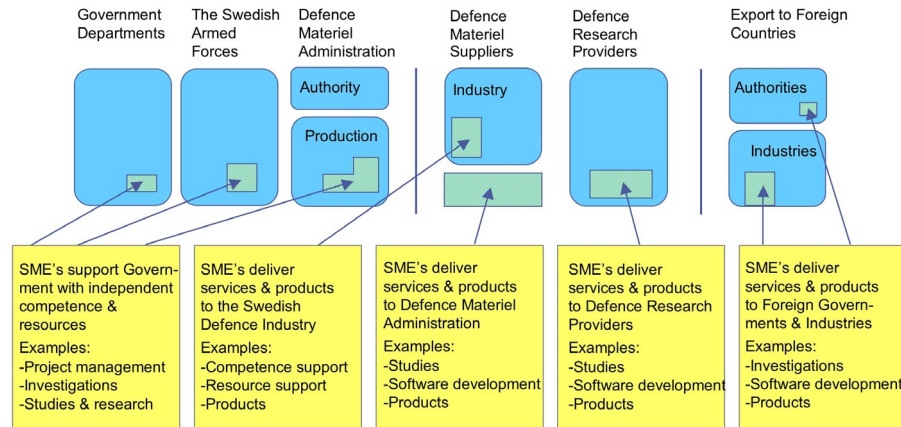
The Purpose of SME-D is to

- Create the best conditions for SMEs to work within the defence and crisis management areas
- Contribute towards cost-effective supply of materiel and services
- Be an active accepted dialogue partner in matters of importance for the Association

SME-D was founded in November 2003

SME-D Markets

SME-D Member Companies are small and medium sized enterprises with specialist capabilities in areas of high relevance to government and industry. They work both as prime and support contractors to government agencies and as partners, co-contractors and sub-contractors to other companies in the domestic and international defence and crisis management area, as illustrated in the figure.



Member Companies provide

- Hi-tech Services and products on lower system levels to the Swedish Defence Authorities such as the Armed Forces, the Defence Materiel Administration, the Defence Research Agency and to the Swedish Defence Industry
- Support to the Defence Materiel Administration and the Armed Forces with methods, technology, architecting and systems engineering on high system levels
- Support with modelling and simulation for SBA (Simulation Based Acquisition) and other purposes

and also export above type of services and products to Government Agencies and Defence Industry

The overall services/products ratio is about 80/20 and the turnover ratio military/non-military customers is for smaller SMEs: 90/10 and for large SMEs: 5/95.

SME-D Competence Areas

- Technical, economical and usage investigations, systems analysis and systems synthesis
- Modelling & simulation, incl. methods and tools
- Participation in explorative R&T-projects
- Requirements and specification work
- Support for acquisition, testing, deployment and operation of equipment and systems
- Design/production/maintenance of software solutions, of some types of hardware components and equipment, and of systems of significant size

SME-D Services and Products

Typical Services

Methods Development and Application

Systems Analysis & Specification of Requirements

Modelling, Simulation & Visualisation

Architecture and System Design

Systems and Product Development (primarily software)

Systems Integration

Information Security

Systems Evaluation, Test, Verification and Accreditation

Education and Training

Support of Government Agencies in Acquisition, Development and Deployment

Typical Products

Modelling, Simulation & Visualization tools

Displays

GIS Products

Secure Information Systems Platforms

Communication Systems

Command, Control & Logistics Information Systems

Training, Systems & Simulators

Security Products

SME-D current Member Companies are listed in separate insert